classified want ads

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PORSCHES WANTED, 928, 924, 911, Targas and coupes, and 914. Will pickup anywhere. Cash waiting. Call 313-548-8911.

WANTED
NEW & USED
TOYOTAS
ALL MODELS
TOP PRICES PAID
With or without RDR cards
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ALL MAKES & YEARS
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POLICE CARS
TOP DOLLAR PAID
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Want Quick Action and Good Results? Use Automotive News Want Ads!

Sports-car specialist modernizes

Corvette firm grows with computer

WALDEN, N. Y. — Tom and Rick Taylor's computerized Corvette Specialty Center is a sports-car landmark of sorts on the outskirts of this village 75 miles from New York City.

Corvette Specialty Center, opened in 1975 by the Taylor brothers, is a 4,100-square-foot building with service bays, showrooms and a parts warehouse. It sells and services only Corvettes, maintains a complete body shop and inventories over 7,500 Corvette parts and accessories.

The brothers said that their lot is dotted with drivers from the Midwest and Atlantic Coast states and they receive catalog orders from all over the world.

Their venture is paying off because there are few firms in the U. S. which specialize in Corvettes, the brothers said. Competition is cooled by the car's price tag, limited production run and the capital-intensive inventory of cars, parts and accessories.

Tom Taylor attributed the success of Corvette Specialty Center to the Corvette's merits.

"While there are a shrinking number of individuals who have or will purchase a Corvette, these driving machines are now recognized investments and lots of money is spent maintaining and upgrading them," he said.

The Taylors have quadrupled their business in the past seven years, they said.

Until November, 1982, they maintained their parts inventory and a 3,000-name mailing list using index cards filled out by hand.

"We were using horse-and-buggy office procedures to sell one of the world's fastest production cars," Rick Taylor said.

They decided to look into the feasibility of computerizing the inventory.

In 1980, Tom Taylor began looking at ads in automotive publications and noticed that about 20 computer vendors in northern New Jersey claimed to be specialists in computerization of automotive applications.

Taylor contacted half of the vendors and said, "Due to the varied nature of our inventory, which we obtain from General Motors and aftermarket suppliers, there was no way that the databases they had could handle my operations."

The brothers were almost reconciled to continue doing things manually until they contacted Computer Revolution, Inc., in Newburgh, N. Y., and learned about the North Star microcomputer.

The Taylors bought a North Star Horizon system, which cost a little under $15,000 installed, in November, 1982.

With the new system, they are able to respond better to queries about parts in stock, avoid out-of-stock conditions and determine stock parts movement for better, money-saving inventory control, they said.

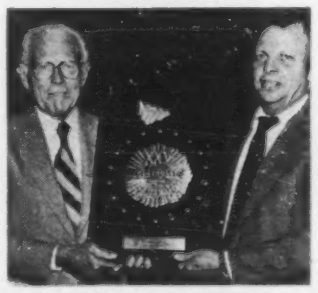
Since the Taylors are adding more stock parts and must have correct pricing and proper discount structures on the computer, this attention to inventory control will allow for orderly expansion.

The Taylors expect to double the capacity of their parts department through more efficient management of inventory. They intend to expand their showroom to enable them to display all of the items.

NADA names Hopkins AUTOCAP administrator

WASHINGTON. — Deborah M. Hopkins has been appointed administrator of the Automotive Consumer Action Program (AUTOCAP), sponsored by NADA.

Hopkins is responsible for coordinating technical, training and promotional assistance NADA provides to new and established AUTOCAPS. She also will monitor program compliance with the NADA National AUTOCAP Standards on an annual basis.



Biggs' 25 years

Warren Biggs, left, owner, Warren Biggs Chevrolet, Los Angeles, receives a 25-year dealer award plaque from Robert D. Cenedella, Los Angeles zone manager.

IMPORT SALES BY MODEL

	Jan., 1983	Jan., 1982
Alfa Romeo	132	104
Audi	2,738	3,229
4000	749	869
4000d	186	271
5000	979	1,181
5000d	—	225
5000 Turbo	210	379
5000 TD/diesel	306	—
Coupe	230	304
Quattro	71	—
Tourist	7	—
BMW	3,732	3,092
320	2,389	1,997
528	859	721
633	168	114
733	316	260
Chrysler/Mitsubishi	6,910	8,823
Colt	5,144	6,959
Sapporo	766	822
Challenger	1,000	1,042
DeLorean	—	400
Fiat	449	908
Strada	76	257
Brava	22	166
X-1/9	98	142
Spider	253	343
Honda	31,672	34,333
Civic	13,661	12,294
Accord	17,733	18,228
Prelude	278	3,811
Isuzu	1,646	1,114
Jaguar	691	634
Lancia	92	37
Mazda	13,482	10,072
GLC	3,391	3,557
626	6,479	3,617
RX-7	3,612	2,898
Mercedes-Benz	3,984	4,511
240D	753	1,135
300D	1,085	925
300CD	125	129
300TD	179	271
300SD	856	1,018
280E	—	10
280CE	—	1
380SEL	362	207
380SL/SLC	518	661
380SEC	105	151
Miscellaneous	1	3
Mitsubishi	1,279	—
Starion	288	—
Cordia	525	—
Tredia	466	—
Nissan	40,916	32,522
210	130	10,645
Sentra	18,041	—
310	646	4,010
Pulsar	4,806	—
510	—	—
Stanza	4,197	4,273
Maxima	5,108	3,460
200SX	2,966	4,739
280ZX	4,766	4,797
Hawaii	256	212
Other	—	386
Peugeot	1,060	1,134
504D wagon	89	154
505	578	226
505D	25	90
505TD	319	574
604TD	39	69
Tourist	10	21
Porsche	1,637	829
924	—	—
924 Turbo	—	—
944	935	384
911SC	396	261
928	278	184
930 Turbo	—	—
Renault	1,790	2,008
LeCar	709	1,440
18i	204	568
Fuego	877	—
Saab	2,070	1,144
900	493	271
900S	481	217
Turbo	1,071	648
Tourist	35	8
Subaru	12,248	11,470
Toyota	42,607	38,088
Starlet	1,223	1,455
Corolla	11,581	12,484
Tercel	14,322	9,632
Celica	8,988	8,826
Supra	2,640	2,230
Corona	5	853
Cressida	3,062	2,050
Land Cruiser	374	213
Hawaii	412	345
Volkswagen	5,457	4,543
Rabbit Convertible	667	505
Jetta	1,463	1,604
Vanagon	1,023	723
Quantum/Dasher	1,146	634
Dasher	—	—
Scirocco	1,158	1,077
Volvo	8,261	7,380
DL	4,263	3,987
GL	1,632	1,141
GLT	—	80
GLT Turbo	1,212	1,069
GLE	94	300
DL Diesel	—	146
GL Diesel	645	578
Coupe	1	22
760 Gas	92	—
760 TD	165	—
Tourist	157	57
TOTAL IMPORTS	182,853	166,375

Clarke honored

James R. Clarke, left, president of Alfred Matthews, Inc., Modesto, Calif., receives his 25-year Cadillac Dealer Anniversary Recognition Award from Edward E. Houlihan, Cadillac district sales manager in Fresno, Calif.

Executives at Chicago show look for lower interest rates

McDonald says upturn is now here

By Nancy I. Phillips
Staff Correspondent

CHICAGO. — After 11.9 percent, then comes April! That's the way Jim Perkins, general sales manager of Buick, answered a question at a press conference during the Chicago Auto Show.

His response was like that of others who addressed the subject, including Louis E. Lataif, general manager of Ford Division, and Gordon B. MacKenzie, general manager of Lincoln-Mercury.

Oldsmobile and Nissan spokesmen agreed that they expect the lowering of interest rates in general and the increased economic activity to take care of the rest of the year.

But in a radio interview, Roger B. Smith, chairman of General Motors, indicated that if there were a need for lower interest rates, GM would offer this to the consumer. However, he, too, indicated that he didn't expect this to be necessary.

He said he expected the economy to move along and car sales to pick up.

F. James McDonald, president of GM, told the press, "Car buyer attitudes as measured in the fourth quarter of '82 were more favorable than at any time since the beginning of 1979. That's why I say the auto industry is already participating in the upturn we've been looking for."

He said that the annual rate of domestic car sales for the three months ended in January was about 9.1 million . . . up about 12 percent over the prior three months. And he said that the sold order bank for both cars and trucks is solid and indicates the upturn is taking place.

• C. P. (Chuck) King, senior vice president, sales, of Nissan Motor Corp. in U.S.A., said that the 9.9-percent financing offered by his company was the key to bring people into showrooms. It was expensive and he'd like to see interest rates go down, so that they are not subsidized.

"Then we'll return to normal incentives," he said.

Speaking of confidence in an upturn, Harold A. (Red) Poling, executive vice president, North American Automotive Operations, for Ford Motor Co., told the press that there are more than 70,000 orders in the system for the new Thunderbird and Cougar.

He expects the new cars already on the market, plus the Topaz and Tempo due to go on sale May 26, will give Ford an improvement of 1.5 to 2 points of market share by the end of the year. He's expecting to gain this share from imports as well as from GM and Chrysler, he said.

Poling said that he hopes that Ford won't have to support sales with reduced interest rates.

"We'd like to discontinue them, and get back to selling product," he said.

• A number of the executives were asked about dropping fuel prices and the effect of this on small-car sales. Most indicated that they think of this as a temporary situation which may help sell larger vehicles, but they reminded their audiences that CAFE is still to be met and that the lower gasoline prices may not last.

"We expect cyclical movements in fuel prices," said Poling.

In an interview with Automotive News James Mattox, sales manager of Oldsmobile, told of sales increases for Olds, including an increase of 35 percent for the first 10 days of February and 15 percent for the second 10-day period, when others saw a dip.

He attributed this not only to product, but to an excellent dealer organization. He's especially pleased to be ahead of Buick, some 47,000 cars on Feb. 10 and 50,000 cars on a model-year basis.

Like others, Mattox indicated that he's not going to replace many dealers from small points. He said that they had not lost many dealers in the last few years, but that open points in small communities may be eliminated as dealers retire and leave the business.

Other executives indicated that they were taking careful looks at open points in remote communities and that they are not in a hurry to replace them.

• Offering lower interest rates was helpful even to Cadillac, according to Robert D. Burger, general manager. He pointed out that though Cadillac buyers in the past haven't been interested in the percentage of interest, at this time many of them are buying on time and putting their money into other investments.

"The 11.9-percent financing hasn't worked as well as 10.9," Burger said. He indicated that the offer was regionally oriented, with the East Coast not as affected by the offer as the West Coast where it's gone well. He hopes, too, that there won't be a need to extend the offer.

"I am dead set against rebates," he added.

The 9.75-percent interest offered by Mitsubishi dealers was, according to Richard D. Recchia, executive vice president, designed to draw in the competition, not necessarily to increase deals.

But it did result in a higher percentage of competitive trades, he reported. He did not indicate how long after March 31 it would be offered.

"The consumer confidence isn't there," said Jose Dedeurwaerder, president of American Motors.

He said 11.9-percent financing has helped meet the sticker shock. But, he said, the industry is going to have to "battle to convince and recapture the consumer's confidence in price and quality."

He said this can be done by AMC with the support of its "fantastic partner" (Renault).

Announcing: Beach Lincoln-Mercury

Beach Lincoln-Mercury has opened in Huntington Beach, Calif. Dealership owner Peter Chang, right, formerly controller and general manager of Sachs & Sons Lincoln-Mercury, Downey, Calif., is congratulated by Ross H. Roberts, Lincoln-Mercury Los Angeles district sales manager.

Cadillac studies market for $100,000 luxury car

Continued from Page 6

spects, for the '90s — both in terms of technology and design.

"Our strategy is to retain our current buyers in the intermediate sector of the market and to attract new ones, drawn from the ranks of domestic and import owners or intenders."

He told how they designed the instrument cluster of the Topaz to have needle gauges, playing to the buyer who is used to specific readings on his instrumentation.

And he said, "We insisted from the beginning that Topaz carry — as standard — a handling suspension that gives drivers a sure, controlled feel of the road."

C. P. (Chuck) King, senior vice president, Nissan Motor Corp. in U.S.A., explained his company's thinking in introducing the company's new pickup truck.

The "made in America" trucks shown at the press preview and at the auto show are Nissan's way of meeting domestic competition. He expects the light truck market for 1983 to be 2.7 million units, up from 2.4 million.

"The compact share will grow from 774,000 to 936,000, most of it from domestics," King said. "Imports, we expect, will share some of that expansion, going from 443,000 to 455,000 units."

King said his company is catching up with domestics as it introduces the new truck. He also spoke of adding a mini van in the future and of bringing in a vehicle like the Prairie, a van which is offered now in Japan.

• Richard D. Recchia, executive vice president of Mitsubishi, said that in introducing the Montero, a personal sports utility vehicle, at the Chicago Auto Show, it was one of the biggest markets for this type of vehicle. Heaviest advertising programs for the sport vehicle are scheduled for Chicago.

Recchia said he was proud of the Chicago organization, which has three dealerships open and two under construction. He said that all of his dealers in the U. S. are tracking at 3,000 cars and trucks for February and the figure may go to 4,000.

Some 72 dealers have been named nationally and 27 of them are not yet operational, so if they track 4,000 cars and trucks for March and April, this will be some 42 cars per dealer per month. They've had four record 10-day periods since the first of the year, he said.

Jose Dedeurwaerder, president of American Motors, said two new cars will be built in Kenosha this summer for the 1984 lineup.

He also said the company will introduce a new Jeep "that will be more than competitive with the Bronco II and the Blazer."

U. of Michigan evaluates potential electric car market

ANN ARBOR, Mich.—Electric cars are going to school.

Detroit Edison has supplied two of the company's electric cars to the University of Michigan as part of an electric vehicle project funded by the Electric Power Research Institute (EPRI).

A project team at U. of M. is operating the cars on a daily basis and will perform all routine maintenance. The cars are American-built converted Volkswagen Rabbits, similar to those used in Detroit Edison's utility's electric car demonstration program.

The U. of M. project team is assessing the potential market for electric vehicles in the commercial sector as well as planning for expanded electric vehicle demonstration programs.

According to Mark Berg, project director, U. of M. Institute for Social Research, the project is examining a wide range of market, technology, economic and attitude factors which will influence the success of electric vehicles in commercial applications.

"The electric cars will give the U. of M. project team an opportunity to solicit fleet operator views, test some sophisticated monitoring equipment that will be placed on the cars and receive some hands-on driving experience," Berg said.

• These real-life driving experiences will help identify research and demonstration activities needed to move toward commercialization and mass production of electric vehicles and component systems.

The U. of M. project team consists of researchers and faculty from the Institute for Social Research, the program in Urban Technological and Environmental Planning and the Engineering School. EPRI, the primary sponsor of the U. of M. project, is the research arm of the electric utility industry in the U. S.

"This project is an extension of the Detroit Edison program, which is concentrating on the electric passenger car," said George Murray, administrator of new technology marketing at Detroit Edison. "At U. of M., the program will examine fleet applications for electric vehicles in the automotive marketplace."

So far, Detroit Edison employe drivers and their families have driven 175,000 miles, saving more than 5,800 gallons of gasoline, 400 quarts of motor oil and 47 gallons of antifreeze, the company said.

Ryder System notes record '82 revenue, profits

Continued from Page 20

results were attributable principally to strength in four of the company's most important product lines: Full-service truck leasing, consumer one-way truck rental, dedicated contract carriage and automotive carriage.

The company's Truckstops Division, which was subjected to significant pressure as a result of the difficult economy, suffered a loss for the year, he added.

Results in the last quarter of 1982 were the best of any fourth quarter in the company's history, Burns said.

Revenue in the fourth quarter was $520 million, 7 percent higher than revenue of $488 million in the fourth quarter of 1981. Net earnings were $21.5 million, compared with net earnings of $20.7 million in the fourth quarter of 1981.

Dealership transferred

MACON, Ga.—After 53 years with Dunlap Chevrolet Co. here, R. C. Dunlap Jr. has sold the business and transferred the franchise to his son-in-law, George E. Youmans. The new dealership is Youmans Chevrolet Co.

Model breakdown

Auction Averages

	March To Date	February	January
1983	$12,451	$12,350	$10,679
1982	8,082	7,711	7,253
1981	6,011	5,989	5,844
1980	5,193	5,013	4,814
1979	4,767	4,398	4,235
1978	3,566	3,293	3,175
1977	2,621	2,378	2,573
1976	1,746	1,773	1,679
Overall Average	$ 4,809	$ 4,733	$ 4,646

Used Car Sales

Auction Averages

March to date	$4,809
Month ago	$4,611
Year ago	$4,763

Congressman raises some questions

FTC ready to look at GM-Toyota

Continued from Page 1

an OSHA matter. Two years have passed since Miller received money from GM and he now feels cleansed.

Rep. Peter Rodino, New Jersey Democrat and chairman of the House Judiciary Committee and its Monopoly Subcommittee, has written to Miller raising questions about the long-term effects of the GM-Toyota venture and the competitive position of other domestic companies.

The Rodino letter is thought to be very similar to one sent to Rodino by Rep. John F. Seiberling, Ohio Democrat, a member of the Judiciary Committee. Seiberling told Rodino the situation is "crying" for a Congressional inquiry into what FTC has done or plans to do.

Seiberling said the joint venture combines resources of two companies that already have 35 percent of the U. S. subcompact market, "a figure well beyond the limits of the revised Department of Justice guidelines."

Seiberling also said there is nothing to stop the two companies from renewing their agreement when it expires in 12 years.

• Commerce Secretary Malcom Baldrige—while stopping short of a Reagan Administration blessing—sent GM Chairman Roger B. Smith a letter of congratulations, calling the GM-Toyota pact a "sign of confidence in the strength of the American economy" and a move that will mean quality cars and a wider choice for the consumer.

The GM-Toyota deal, combined with other Japanese investments, will mean that Japanese firms have invested more than a billion dollars in U. S. production facilities by 1984, Baldrige said, which "in turn will create jobs for American workers."

U. S. Trade Representative William E. Brock called the GM-Toyota deal a "kind of domestic content that works."

GM and Toyota will build 200,000 front-drive subcompact cars per year at GM's empty Fremont (Calif.) assembly plant, creating 3,000 jobs at the plant and another 9,000 in the supplier industry. Production will start as early as possible in the 1985-model year. The car will be sold by Chevrolet dealers.

So far, the UAW has said little about the pact, only that it welcomes anything that creates jobs in the auto sector. But there has been grumbling about whether Toyota will abide by seniority rules.

The effect of UAW-backed local-content legislation is unclear. If local-content laws are passed, the Transportation Department would have to study the GM-Toyota deal to determine how labor and parts content would be divided.

Because GM has equity interests in two Japanese firms, Isuzu and Suzuki, and because there may be partial ownership in the supplier firms by one or both companies, the content question could be a sticky one.

February car sales trail '82 but surge at month-end

Continued from Page 3

bered 369,227, up 7.99 percent from 341,893.

Of the major U. S. auto makers, two improved their lots compared with February, 1982, sales levels. Three declined and Honda joined the ranks. American Motors sales doubled to 14,795 from 7,201. Chrysler's February sales totaled 57,034, up 2.74 percent from 55,515. Honda reported sales of 1,253 Ohio-built Accords during February.

General Motors dropped 5.36 percent, to 261,560 from 276,383. Ford Motor Co. was down 7.76 percent, to 102,321 from 110,932, and Volkswagen of America dealers retailed 5,516 new Rabbits, down 20.19 percent from 6,913 a year earlier.

GM earned 59.11 percent of the domestic market in February, down from 60.49 percent last year. Ford had 23.12 percent, down from 24.28 percent. Chrysler climbed to 12.89 percent from 12.15 percent. AMC earned 3.35 percent, up from 1.57 percent. VWoA slipped to 1.25 percent from 1.51 percent, and Honda picked up the remaining 0.28 percent of this year's market.

Among the top importers, several reported sales increases in February and two—Mercedes-Benz and Jaguar—claimed record sales for the month. Toyota was up 3.09 percent, Nissan was up 26.94 percent, Mazda was up 10.75 percent, Volkswagen was up 43.80 percent, Volvo was up 16.39 percent and Saab was up 28.45 percent.

• The market-class spectrum in February showed imports with the largest section of the total, 29.64 percent. Intermediates were second with 24.68 percent, followed by compacts at 14.85 percent, standards at 13.87 percent, subcompacts at 11.79 percent and luxury models at 5.17 percent.

U. S. makes reporting sales increases in February were Chrysler, up 54.45 percent from last year; Dodge, up 1.30 percent; Buick, up 10.11 percent; Cadillac, up 11.43 percent, and Oldsmobile, up 27.59 percent. Renault Alliance and Honda were on the charts for the first time in 1983.

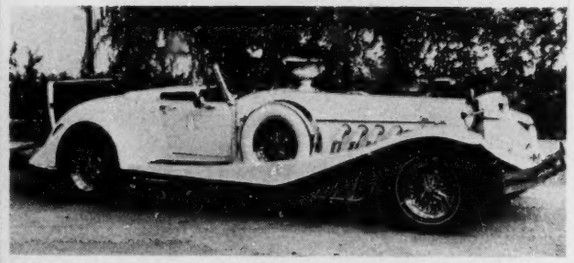
Not meeting their year-ago totals were: AMC, down 37.97 percent; Pontiac, down 28.41 percent; Chevrolet, down 23.18 percent; Lincoln, down 2.12 percent; Mercury, down 3.87 percent; Ford, down 9.71 percent; Imperial, down 31.42 percent; Plymouth, down 21.23 percent, and VWoA, down 20.19 percent.

IMPORTED CAR SALES

	Feb., 1983	Feb., 1982	2 Mos., 1983	2 Mos., 1982
Alfa Romeo	157	103	289	207
Audi	2,904	3,567	5,642	6,796
BMW	4,168	4,119	7,900	7,211
Challenger	1,216	1,574	2,216	2,616
Plymouth Colt	2,375	4,265	4,691	7,654
Dodge Colt	2,676	4,491	5,504	8,061
DeLorean	.....	318	.....	656
Fiat	527	1,198	976	2,106
Honda	29,286	30,333	60,958	64,666
Isuzu	999	1,125	2,645	2,239
Jaguar	826	492	1,517	1,126
Lancia	53	30	145	67
Mazda	13,805	12,465	27,287	22,537
Mitsubishi	2,590	.....	3,869	.....
Mercedes-Benz	5,075	4,720	9,059	9,231
Nissan	45,594	35,917	86,510	68,439
Peugeot	1,072	1,065	2,132	2,199
Porsche	1,325	966	2,962	1,795
Renault	1,718	2,425	3,508	4,433
Saab	1,684	1,311	3,754	2,455
Sapporo	918	1,294	1,684	2,116
Subaru	12,011	12,742	24,259	24,212
Toyota	41,842	40,586	84,449	78,674
Volkswagen	7,147	4,970	12,604	9,513
Volvo	6,406	5,504	14,667	12,884
TOTAL	628,853	634,524	1,225,846	1,166,975

Cadillac

"Johnson Rumbleseat Roadster"



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115 N.W. 6th Street
Ft. Lauderdale, Florida 33311
(305) 525-7001

Western Star, White pact ended

GREENSBORO, N. C.—Volvo White Truck Corp. and Western Star Trucks, Inc., Mississauga, Ont., have terminated a licensing agreement which allowed distribution of each firm's White and Western Star heavy trucks in the U. S. and Canada.

A new agreement has been executed for the sale of White trucks in Canada but there will be no distribution relationship for Western Star trucks in the U. S.

"However, Volvo White will retain non-exclusive rights for a limited time as necessary for a smooth transition," a spokesman said. "Volvo White will distribute Western Star service parts for three years, and continue to process warranty claims for vehicles it sold."

DOMESTIC CAR SALES

	Feb. 21 to Feb. 28	Same Period, 1982	February, 1983	Same Month, 1982	Jan. 1 to Feb. 28, '83	Same Period, 1982
Renault Alliance	.....	.....	10,328	.....	19,676	.....
Spirit	.....	.....	485	1,791	1,120	3,031
Concord	.....	.....	1,374	2,172	3,010	3,910
Eagle	.....	.....	2,608	3,238	4,954	6,433
AMERICAN MOTORS*	5,000†	2,300	14,795	7,201	28,760	13,374
Horizon	1,297	2,330	2,805	5,583	5,174	9,531
Turismo/TC3	982	1,562	2,146	3,593	3,836	6,284
Reliant	4,791	4,837	10,840	12,041	21,142	21,729
Plymouth	901	570	2,039	1,418	3,015	2,191
Total Plymouth	7,971	9,299	17,830	22,635	33,167	39,735
LeBaron	.....	48	.....	153	.....	423
LeBaron K	2,512	2,217	5,662	5,955	10,113	11,153
Cordoba	616	559	1,277	1,344	2,021	2,510
New Yorker 5th Ave.	2,781	1,509	6,045	3,803	10,888	6,629
E-Class	1,049	.....	2,436	.....	5,738	.....
New Yorker E	1,007	.....	1,963	.....	2,281	.....
Total Chrysler	7,965	4,333	17,383	11,255	31,041	20,715
Total Imperial	68	138	179	261	297	470
Omni	1,258	1,885	2,736	4,490	4,748	7,896
Charger/024	1,092	1,644	2,391	3,858	4,316	6,910
Aries	3,999	3,685	9,522	8,856	18,187	17,159
Dodge 400	1,152	701	2,589	1,863	4,256	3,544
Diplomat	810	660	2,133	1,707	3,681	3,134
Mirada	181	230	415	590	726	1,222
Dodge 600	855	.....	1,856	.....	3,720	.....
Total Dodge	9,347	8,805	21,642	21,364	39,634	39,885
CHRYSLER CORP.	25,351	22,575	57,034	55,515	104,139	100,805
EXP	546	1,395	1,392	4,442	2,630	7,015
Escort	9,194	7,879	24,747	28,246	45,965	54,119
Mustang	3,244	3,489	8,700	9,962	16,451	16,732
Fairmont	2,788	3,857	7,275	11,392	17,087	20,076
Granada	229	3,142	690	10,355	1,573	17,887
Thunderbird	3,033	959	5,164	3,171	5,630	6,456
LTD '83	3,768	.....	10,213	.....	21,525	.....
Ford Crown Victoria	3,987	2,944	10,515	8,512	19,223	15,927
Ford Division	26,789	23,665	68,696	76,080	130,184	138,212
LN7	203	550	554	1,523	970	2,505
Lynx	1,871	2,547	5,312	9,176	10,761	15,602
Zephyr	1,140	1,285	3,041	3,828	5,854	7,063
Cougar/Monarch	49	1,623	162	4,900	486	8,103
XR-7	1,157	393	2,317	1,280	2,505	2,452
Capri	775	894	2,134	2,528	3,840	4,377
Marquis '83	1,502	.....	4,269	.....	8,397	.....
Mercury Grd. Marquis	3,202	1,564	9,047	4,681	16,978	9,384
Total Mercury	9,899	8,856	26,836	27,916	49,791	49,486
Continental	529	826	1,494	2,939	3,132	5,195
Lincoln	1,016	942	3,212	2,207	6,969	3,702
Mark VI	767	613	2,083	1,790	4,034	3,143
Total Lincoln	2,312	2,381	6,789	6,936	14,135	12,040
L-M Division	12,211	11,237	33,625	34,852	63,926	61,526
FORD MOTOR	39,000	34,902	102,321	110,932	194,110	199,738
Skyhawk	2,050	483	5,056	871	9,568	871
Skylark	3,214	5,287	7,341	16,225	13,810	25,535
Century FD	3,083	2,108	7,992	6,167	16,166	9,458
Regal Sedan	2,150	1,910	5,758	5,903	11,138	10,847
Regal Coupe	4,676	2,966	12,214	9,455	22,632	18,028
Le Sabre	4,229	2,116	10,669	6,673	19,419	12,966
Electra	1,835	1,259	4,869	4,045	9,550	7,711
Riviera	1,332	917	3,552	2,839	7,085	5,725
Buick Division	22,569	17,046	57,451	52,178	109,368	91,141
Cimarron	570	420	1,380	1,497	2,753	2,482
Seville	845	630	2,025	2,313	3,842	3,664
Cadillac	4,518	2,832	11,843	10,135	22,926	20,217
Eldorado	1,736	1,159	4,509	3,768	8,846	7,402
Cadillac Division	7,669	5,041	19,737	17,713	38,367	33,765
Chevette	4,732	6,209	12,276	22,755	25,264	40,482
Cavalier	5,408	4,043	12,917	13,056	24,558	19,022
Citation	3,132	6,731	7,896	25,740	17,162	43,497
Camaro	4,404	3,281	11,078	9,961	22,220	16,739
Celebrity	3,432	1,898	8,733	6,048	18,648	8,980
Malibu	3,304	2,523	8,236	8,018	16,038	17,764
Monte Carlo	2,502	2,167	6,571	7,196	13,728	15,462
Chevrolet	6,075	4,743	15,076	14,434	29,409	27,824
Corvette	332	569	929	1,765	1,927	3,548
Chevrolet Division	33,321	32,164	83,712	108,973	168,954	193,318
Firenza	1,096	437	2,848	823	5,685	824
Omega	1,400	2,242	3,776	7,725	7,346	13,589
Cutlass Ciera	4,080	2,308	11,202	7,251	21,898	11,427
Cutlass	.....	.....	.....	.....	.....	.....
Supreme	9,044	6,286	24,624	19,732	48,477	41,159
Olds 88	6,274	3,325	17,030	11,289	33,386	22,225
Olds 98	2,841	1,737	8,106	6,053	16,274	12,641
Toronado	946	732	2,696	2,210	5,421	4,437
Oldsmobile Division	25,681	17,067	70,282	55,083	138,287	106,302
1000	793	2,100	2,197	6,778	4,787	11,079
2000	2,069	1,790	5,021	5,629	9,242	8,745
Phoenix	948	2,093	2,133	6,937	4,444	11,337
Firebird	2,163	2,240	5,360	7,102	11,616	12,021
6000	1,856	902	4,729	2,803	9,355	4,764
Bonneville	1,978	1,946	5,150	6,032	10,275	11,565
Grand Prix	2,272	1,870	5,788	6,206	11,335	12,712
Pontiac	.....	250	.....	949	.....	2,178
Pontiac Division	12,079	13,191	30,378	42,436	61,054	74,401
GENERAL MOTORS	101,319	84,509	261,560	276,383	516,030	498,927
VOLKSWAGEN	2,587	3,189	5,516	6,913	11,080	12,238
HONDA	400†	.....	1,253	.....	2,500	.....
DOMESTIC TOTAL	173,757	147,475	442,479	456,944	856,619	825,082
IMPORT TOTAL	.....	.....	186,374	177,580	369,227	341,893
INDUSTRY TOTAL	.....	.....	628,853	634,524	1,225,846	1,166,975

*—AMC does not issue a nameplate breakdown for 10-day periods. † Estimate

Year-to-date output is up 49 pct.

Millionth car 3 weeks ahead of '82

By Patricia Hoffman
Staff Writer

The domestic auto makers reached their first milestone for 1983 as the one-millionth automobile was assembled last Friday (March 4), three weeks earlier than in 1982. Last year, the million mark was reached March 26.

So far this year, the manufacturers have assembled 1,021,809 cars, a 49.31 percent gain over 684,389 built the same period last year.

Breakdown for the year-to-date by company is: General Motors, 59.98 percent; Ford Motor, 23.24 percent; Chrysler Corp., 11.80 percent; American Motors, 3.03 percent; Volkswagen of America, 1.60 percent and Honda, 0.35 percent.

During February, the makers produced 493,182 cars, a 51.63 percent gain over last year's 325,243. It was the most for that month since 1980 when 624,301 units were completed, and the most for any month since 568,332 cars were assembled in June of last year.

Breakdown for the month by company was: GM, 57.23 percent; Ford, 25.42 percent; Chrysler, 13.06 percent; AMC, 2.86 percent; VWoA, 1.08 percent and Honda, 0.35 percent.

Last week's estimated production, marred by downtime at four assembly plants plus the Eagle line at AMC's Kenosha facility, was 116,171 units, a 12.93 percent drop from the previous week's 133,417. Output, however, jumped 43.83 percent from last year's 80,772.

A paint fire at GM's Lordstown plant shut down operations following the morning shift last Monday, Feb. 28. Lordstown remained idle through Thursday, with production resuming Friday. Saturday overtime was scheduled due to loss of assembly.

The Ford Kansas City, Metuchen and San Jose facilities were idle last week due to overstocked inventory. Also down for inventory control was the Eagle line at AMC's Kenosha point.

GM's Detroit plant operated 1.6 hours of daily overtime last week.

Saturday overtime was scheduled last week for the B and C lines at GM's Flint facility.

Beginning today (March 7), GM's Arlington plant will increase output of Buick Regal and Chevrolet Monte Carlo and Malibu models from 45 units an hour on two shifts to 56 units an hour on two shifts. About 600 workers return from indefinite layoff.

Also today, production of Chevrolet Cavalier and Pontiac 2000 models will increase from one shift at 68 units an hour to two-shifts at 68 units at the GM Lordstown facility. About 2,500 workers return.

Next week (March 14), assembly will resume at GM's Framingham point, idle since Oct. 1, 1982. The facility will produce the Chevrolet Celebrity and Oldsmobile Cutlass Ciera at a rate of 45 units an hour on one shift. About 1,800 workers return from layoff.

February truck production is 172,095, best since 1979

February proved another favorable month for domestic truck production as output jumped 34.44 percent from the comparable 1982 period. It was the highest February total in four years, and the most for any month since last June.

Last month, the makers assembled 172,095 trucks, up from 128,013 built in February, 1982. Output was the most for that month since 1979 when 308,358 units were completed. It was the most for any month since last June, when 213,209 trucks were produced.

Production last week was estimated at 47,912 units, up 11.76 percent from the previous week's 42,869, and up 39.12 percent from last year's 34,440.

Year-to-date there have been 340,132 trucks produced, a 9.16 percent gain over the 311,593 units built in the comparable 1982 period.

All truck facilities were reported operating last week (Feb. 28) with overtime scheduled at five plants.

The General Motors Detroit, Lordstown and Pontiac S-truck line, plus Ford Motor's Lorain and St. Louis facilities operated six days last week.

Chrysler Corp.'s Warren point worked a daily nine-hour shift for the fifth consecutive week last week.

Operations resumed last week at American Motors' Toledo Jeep plant following a week of downtime for inventory control.

International Harvester's Springfield point returned to full operations last week with the resumption of one line which was idled Feb. 14.

Also back last week were the truck and bus lines at GM's Pontiac facility.

Second-shift operations resumed last week at the GM St. Louis truck plant. The plant will build at a rate of 28 units an hour on each shift. About 900 workers returned from indefinite layoff.

Beginning March 14, van output at GM's Lordstown facility will be upped from 24 units an hour on two shifts to 29 units an hour on two shifts. About 300 workers will return.

Hennessy Jaguar opens

ATLANTA, Ga.—A new Jaguar dealership has been opened here by Robert Hennessy. He has been an automobile dealer in the Atlanta area for 18 years.

Auto production in Canada rises 21 pct. for month

Canadian auto production in February jumped 21.62 percent from the 1982 period and was the highest for that month in four years.

During February, the car manufacturers assembled 77,863 units, up from 64,022 built in the same 1982 month. It was the most for that month since 93,463 autos were produced in 1979.

As Ford Motor's St. Thomas facility joined in downtime last week with the company's Oakville point, car production fell to 17,759 units, 17.19 percent below the previous week's 21,446. Output, however, rose 25.22 percent from last year's 14,182.

Year-to-date the car manufacturers have finished 165,018 units, a 27.61 percent gain over 129,316 built in the comparable 1982 period.

Truck production last month totaled 38,850 units, up 9.55 percent from the 64,022 built in February last year. It was the most for that month since 1981 when 57,714 trucks were assembled.

Last week's truck output was estimated at 10,232 units, almost the same as 10,226 the previous week and down 10.49 percent from last year's 11,431.

So far this year makers have completed 81,613 trucks, a 7.53 percent gain over 75,901 built in the comparable 1982 period.

Ford's St. Thomas car point was idled last week (Feb. 28) for two weeks of inventory control. Operations are slated to resume March 14.

The Ford Oakville car facility remained down last week for conversion to the Tempo and Topaz models. The plant, which recently built the full-size Ford, is expected to reopen April 4 with Job-One operations slated for April 11.

International Harvester's Chatham facility, idled after the morning shift on Feb. 7, remained closed last week due to a strike.

American Motors' Brampton car point returned last week following one week of downtime to control overstocked inventory.

All other car and truck facilities were reported working last week.

U. S. CAR PRODUCTION

	Week Ended March 5, 1983	Week Ended March 6, 1982	Week Ended Feb. 28, 1983	Feb. Total	Jan. 1 to March 6, 1982	Jan. 1 to March. 5, 1983
AMERICAN MOTORS	3,160	.....	4,054	14,107	8,134	30,924
AMC Total	.....	.....	835	1,669	.....	3,326
Concord	.....	.....	.....	.....	.....	3
Eagle	.....	.....	835	1,669	.....	3,323
Renault Total	3,160	.....	3,219	12,438	.....	27,598
Alliance	3,160	.....	3,219	12,438	.....	27,598
CHRYSLER CORP.	15,950	10,490	17,795	64,428	87,213	120,578
Plymouth Total	5,950	4,041	6,907	24,199	36,153	44,354
Horizon	1,800	.....	2,269	7,701	10,480	13,525
Reliant	4,100	4,041	4,549	16,183	25,673	30,334
Caravelle ('83)	50	.....	89	315	.....	495
Chrysler Total	3,100	2,739	3,626	13,581	16,300	27,511
LeBaron	1,600	2,739	1,623	6,372	16,300	13,922
Chrysler E-Class	1,500	.....	2,003	7,209	.....	13,589
Dodge Total	6,900	3,710	7,262	26,648	34,760	48,713
Omni	2,500	.....	2,064	8,595	9,466	15,198
Aries	3,100	3,105	3,576	12,084	19,987	22,431
Dodge 400	500	605	533	2,218	5,307	4,606
Dodge 600	800	.....	1,089	3,751	.....	6,478
FORD MOTOR	25,937	15,562	34,913	125,365	125,473	237,425
Ford Division	17,349	8,637	23,794	84,358	73,238	153,068
Escort	4,188	7,251	7,359	22,643	34,141	39,388
Fairmont	.....	.....	2,800	11,116	10,035	23,728
Mustang	3,288	.....	3,470	12,406	13,285	22,012
LTD/Granada	3,241	1,308	3,352	15,167	11,403	30,886
Thunderbird	4,474	.....	4,568	15,258	3,704	23,612
Crown Victoria/Ford	2,158	.....	2,048	7,206	.....	12,732
EXP	.....	78	197	562	670	710
L-M Division	8,588	6,925	11,119	41,007	52,235	84,357
Mercury Total	6,524	4,844	8,707	32,073	34,853	65,074
Lynx	1,092	2,225	1,903	5,787	9,640	10,321
Capri	676	.....	697	2,430	2,942	4,492
Zephyr	.....	.....	1,128	4,664	3,774	8,601
Marquis/Cougar	1,249	708	1,190	4,947	6,385	10,605
Cougar/XR7	1,497	.....	1,539	5,718	1,194	9,211
Gr. Marquis/Marquis	2,010	1,902	2,208	8,382	10,742	21,602
LN7	.....	9	42	145	176	242
Lincoln Total	2,064	2,081	2,412	8,934	17,382	19,283
Continental ('82)	413	416	482	1,787	4,007	3,851
Lincoln	884	833	1,036	3,835	6,959	8,426
Mark VI	767	832	894	3,312	6,416	7,006
GENERAL MOTORS	68,409	54,620	74,100	282,239	445,607	612,890
Buick Division	17,309	10,052	17,339	65,854	109,338	148,552
Skylark	2,934	3,530	2,801	8,811	17,300	18,342
Skyhawk J	1,380	.....	1,367	5,525	11,880	12,859
Century	3,411	2,621	3,279	12,021	21,833	26,175
Regal	4,050	.....	4,259	18,196	25,579	44,806
Buick	4,767	3,196	4,894	18,663	28,584	40,098
Riviera	767	705	739	2,638	4,162	6,272
Cadillac Division	6,733	4,371	6,962	26,431	41,390	61,002
Cimarron	495	.....	578	2,109	493	4,614
Seville	733	644	1,065	3,736	3,609	6,643
Eldorado	1,545	1,374	1,692	6,044	10,209	14,130
Cadillac	3,960	2,353	3,627	14,542	27,079	35,615
Chevrolet Division	19,083	17,180	21,548	84,911	106,562	174,870
Chevette	4,391	6,477	4,917	18,180	13,545	35,517
Cavalier	3,196	1,717	4,143	15,811	14,944	30,490
Celebrity	808	432	801	3,435	6,514	9,839
Camaro	3,489	4,352	3,155	13,951	33,258	32,459
Citation	1,200	3,090	2,602	9,826	14,209	19,734
Malibu	3,068	.....	3,160	11,467	8,953	23,213
Monte Carlo	1,412	.....	1,451	6,505	6,434	14,167
Chevrolet	955	506	974	4,759	3,465	7,880
Corvette	564	606	345	977	5,240	1,571
Oldsmobile Division	18,664	15,159	21,477	79,723	134,846	167,276
Omega	2,126	1,582	2,630	7,663	12,060	13,853
Firenza	790	.....	837	3,174	18,119	6,758
Cutlass	5,100	4,719	6,193	23,176	31,950	49,555
Cutlass/Ciera	2,987	2,751	4,314	15,762	18,257	28,268
Oldsmobile	6,820	5,252	6,658	26,898	47,925	61,632
Toronado	841	855	845	3,050	6,535	7,210
Pontiac Division	6,620	7,858	6,774	25,320	53,471	61,190
Acadian†	.....	307	307	1,106	.....	2,674
2000	1,612	318	1,422	6,558	2,220	14,509
1000	1,209	564	714	2,026	687	7,117
Firebird	2,041	2,432	1,582	6,493	17,900	14,876
Phoenix	.....	927	702	2,875	4,416	5,198
G. Prix/B'ville ('83)	1,758	3,310	2,047	7,368	28,248	16,816
A6000	.....	.....	.....	.....	.....	.....
HONDA	600	.....	545	1,719*	.....	3,553
VOLKSWAGEN	2,115	.....	2,010	5,324	17,262	16,439
CHECKER	.....	100*	.....	.....	700*	.....
Total Cars, U. S.	116,171	80,772	133,417	493,182	684,389	1,021,809

CANADIAN CAR PRODUCTION

	Week Ended March 5, 1983	Week Ended March 6, 1982	Week Ended Feb. 28, 1983	Feb. Total	Jan. 1 to March 6, 1982	Jan. 1 to March. 5, 1983
AMERICAN MOTORS	960	610	.....	1,956	4,360	5,813
CHRYSLER CORP.	4,512	3,513	4,608	17,629	29,595	37,890
FORD MOTOR	326	496	5,246	17,048	31,638	34,391
GENERAL MOTORS	11,736	9,338	11,367	40,375	61,699	84,944
VOLVO	225	225	225	855	2,024	1,980
Total Cars, Canada	17,759	14,182	21,446	77,863	129,316	165,018
N. American Cars	133,930	94,954	154,863	571,045	813,705	1,186,827
N. American Trucks	58,144	45,871	53,095	210,945	387,494	421,745
North American Cars and Trucks	192,074	140,825	207,958	781,990	1,201,199	1,608,572

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended March 5, 1983	Week Ended March 6, 1982	Week Ended Feb. 28, 1983	Feb. Total	Jan. 1 to March 6, 1982	Jan. 1 to March. 5, 1983
CHEVROLET	15,572	13,149	14,054	64,131	111,707	119,655
DODGE	2,700	2,280	3,245	11,431	19,267	19,062
FORD	20,244	12,088	19,327	66,447	104,287	133,869
GMC	4,911	4,343	4,463	17,965	38,761	38,958
INTERNATIONAL	1,030	1,130*	656	3,361	9,088	7,734
VOLKSWAGEN	235	.....	74	98	3,347	309
JEEP	2,170	.....	.....	4,672	12,186	11,095
AM GENERAL	50*	50*	50*	190*	350*	450*
MISCELLANEOUS	1,000*	1,400*	1,000*	3,800*	12,600*	9,000*
Total Trucks, U. S.	47,912	34,440	42,869	172,095	311,593	340,132

CANADIAN TRUCK PRODUCTION

	Week Ended March 5, 1983	Week Ended March 6, 1982	Week Ended Feb. 28, 1983	Feb. Total	Jan. 1 to March 6, 1982	Jan. 1 to March. 5, 1983
CHRYSLER CORP.	2,652	2,016	2,798	10,947	15,468	23,915
FORD MOTOR	3,198	3,326	2,953	9,804	17,230	18,937
GENERAL MOTORS	4,382	5,827	4,475	17,861	41,098	37,933
INTERNATIONAL	.....	262	.....	238	2,105	828
Total Trucks, Canada	10,232	11,431	10,226	38,850	75,901	81,613
N. American Trucks	58,144	45,871	53,095	210,945	387,494	421,745

†—New includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

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Automotive News

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BL's Maestro

New competition for Europe

BL's Austin Rover Group introduced the Austin Maestro at the Geneva Auto Show to compete on the Continent in the medium ranges. It is 159.5 inches long and has a wheelbase of 98.7 inches. Hydrolastic suspension has been abandoned in favor of conventional springing. It has a voice synthesizer to instruct the driver. Story and another picture on Page 48.

Inventory edges upward as days' supply dips to 68

By Richard A. Wright
Assistant Managing Editor

The domestic new-car inventory continued to edge upward during February, but a stronger selling rate resulted in a 68-day supply March 1, compared with a 71-day stock a month earlier.

The March 1 stockpile totaled 1,248,384 new cars, up from 1,180,291 units a month earlier.

A year ago, the industry had a domestic inventory of 1,325,073 new cars, a 70-day supply.

So while no recovery is yet indicated in the sales reports, the domestic industry's situation is quite healthy. In fact, the industry is in fighting trim and a spring sales surge with any punch behind it would quickly produce shortages.

Among the corporate makers, only American Motors and Volkswagen of America trimmed their unit counts during February, but all the makers opened March with lower days-supply figures.

• General Motors had a 66-day supply March 1, compared with a 67-day stock a month earlier, despite the fact that its unit count grew by more than 33,000

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units. GM's inventory was light in some big-car lines and heavy in small cars. Oldsmobile's stock was substantially leaner than any other division's, mainly because of its strong-selling standard and intermediate lines.

Ford Motor Co. opened March with a 71-day supply, down from 76 days a month earlier. Ford's stock was also heavier in small cars, lighter in the big ones.

Chrysler Corp. had a 70-day supply, down from 81 days a month earlier. The corporation's stock was well-balanced between size classes.

AMC also had a 70-day supply March 1, down from 78 days a month earlier. VWoA sliced its days supply to 93 from 100 a month earlier. Honda had a 40-day supply of U. S.-built Accords in stock March 1.

The March 1 domestic inventory was divided this way: GM, 57.29 percent; Ford Motor Co., 24.13 percent; Chrysler Corp., 13.25 percent; AMC, 3.44 percent; VWoA, 1.71 percent, and Honda, 0.18 percent.

A month earlier, the domestic inventory was divided as follows: GM, 57.84 percent; Ford Motor Co., 23.65 percent; Chrysler Corp., 12.94 percent; AMC, 3.68 percent, and VWoA, 1.89 percent.

• By size class, the domestic inventory continued to move into better balance during February. On March 1, the industry had a 75-day supply of subcompacts and 73½-day stock of compacts, down from 79 and 76 days a month earlier.

The largest segment, inter-

Continued on Page 45, Col. 1

U. of Michigan expert says makers expect curbs to stay

Japan feels 'open' U. S. market is gone forever

By Kathleen Hamilton
Financial Editor

In his studies of the Japanese and U. S. auto industries, Robert Cole finds he has to ignore the rhetoric on both sides of the Pacific.

By studying trends and facts instead of the speeches, he has come up with two notable conclusions: The Japanese auto makers expect to never again see a completely open U. S. market. And, although they have eliminated most barriers to their domestic market, an attitudinal barrier remains high enough to keep most foreign suppliers out.

Cole is former director of the University of Michigan's Center for Japanese Studies. As such, he was one of the organizers of the annual conference of the Japanese and American auto industries, which will be held this week (March 16-17) in Ann Arbor.

He is also project director of the Joint U. S.-Japan Automotive Study, a comprehensive two-year examination of the industries that is funded by the U. S. Big 3, Nissan, Toyota, Volvo, Saab, the UAW, the Canadian government and major automotive suppliers in the U. S. and Japan.

Cole believes that—despite the public hard line taken recently by the Japanese on the subject of continuing voluntary export quotas—they expect the U. S. to be limited to them in some fashion.

"My own personal view is that they don't expect to see an open U. S. market again," Cole said. "After all, they are restricted in 77 percent of the world markets now."

That figure represents the percentage of non-Communist world car demand that restricts the Japanese exclusively. It doesn't include developing nations' content and import laws that apply equally to all auto makers.

Facing this reality, Japanese auto makers have begun to move production overseas, Cole said. He pointed to the recent Toyota decision to become a major producer for export in Thailand.

A look at other foreign-production ventures by the Japanese auto makers shows there indeed has been a flurry to move production overseas, especially in the last two years, as restrictions went up in the U. S. (their biggest foreign market), Germany and the UK. (See list on Page 47.)

There are also some indications that the already-diversified Japanese auto conglomerates are putting their money into other products as the auto industry matures and thereby becomes game for lower-wage countries, Cole said.

Toyota, already a leader in forklifts, has made entries into the home-construction field. Honda, the world's largest motorcycle producer, is making big gains in small-engine production.

Cole's findings from a soon-to-be-published paper on tariff and non-tariff barriers to entry of the Japanese auto market run counter to both Japanese and American industry rhetoric on the subject.

The protectionist walls that

Continued on Page 47, Col. 4

Service Index gains in all five segments

By Francis J. Gawronski
Service Editor

Service and parts business in new-car dealerships across the country opened the new year the same way it closed 1982 — on the upswing.

With all five indicators in the Automotive News Service Index scoring impressive gains, shop business in January amounted to 109.5 percent of the volume for the same month a year earlier. In December, shop business was 108.7 percent of the year-ago volume.

SERVICE INDEX
109.5*

	Jan., '83 vs. Jan., '82
Gross Profit on All Labor and P&A Sales	+ 9.9%
Repair Orders Written	+ 6.4%
Total Labor Sales (Customer & Warranty)	+11.9%
Shop Parts Sales (Customer & Warranty)	+ 9.5%
Sales of All P&A	+ 9.9%

*—Survey by Automotive News shows that dealers' service and parts business in January, 1983, was 109.5 percent of business in January, 1982.

January marked the 23rd consecutive month in which service and parts business has shown an increase over the comparable period the previous year.

The leading indicator in January was total labor sales—customer-paid and warranty—up 11.9 percent.

Both gross profit on all labor, parts and accessory sales — the most important indicator from a dealer's standpoint—and sales of all parts and accessories were up 9.9 percent above the 1981 figure.

Shop parts sales (those used in dealers' shops on both customer-paid and warranty work) were up 9.5 percent, while repair orders written jumped 6.4 percent over the year-ago volume. January marked the third consecutive month that repair orders registered a gain over the year-earlier figure.

Figures used in the Service Index are compiled from monthly reports on service and parts business from a cross-section of the nation's new-car dealers.

Import world from the inside

Following Page 26

breaking news

IH and UAW settle in Canada

TORONTO.—The UAW and International Harvester in Canada have settled a new 19½-month contract ending a five-week strike. The new contract, which expires Oct. 1, 1984, provides quarterly cost-of-living adjustments based on the Canadian Consumer Price Index (effective this September); a one-time payment of $300 for retirees on Jan. 1, 1984; plant closing benefits, and improvements in work rules. The new pact was ratified last week by 94.7 percent of the workers voting. The 720 workers return to the job today (March 14) at Chatham, Ont.

VW ad agency to open Detroit office March 21

TROY, Mich. — The Doyle Dane Bernbach advertising agency is locating across the street from client Volkswagen in this Detroit suburb, with billings in the new office estimated at $75 million. Robert Rees will become president of the new office, which opens March 21. Rees, executive vice president of DDB-New York, supervises the VW, Porsche and Audi accounts. Media buying will continue out of New York.

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NEWSPAPER

On cars sold only in Japan

Court may tell Toyota to supply price data

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES.—Toyota Motor Corp., of Japan may have lost the first round in a fight to keep the IRS from obtaining price and cost data on cars built and sold solely in Japan by the company.

U. S. District Judge Cynthia Hall said she is inclined to find that the federal court here has jurisdiction in the civil case, which has grown out of an investigation by the IRS to determine the exact income tax liability of Toyota Motor Sales U.S.A. for the period 1975-78. TMS/USA is a wholly owned subsidiary of Toyota Motor Corp.

Judge Hall's written findings in the jurisdiction matter are expected early this week.

Attorney John S. Nolan, who is representing TMC, said the firm complied with an IRS request to provide production and selling costs for vehicles marketed in the U. S. during that period.

However, the request to provide secret cost information on vehicles built solely for the Japanese home market was "unprecedented," he said.

In fact, Nolan continued, to ask that a foreign company open its books in this matter, as a result of the jurisdictional proceedings, would be "extreme" expansion of the court's powers.

One of the questions in the jurisdiction dispute is whether or not TMC is "found" in California, or in other words, is directly doing business here.

Nolan insisted that TMC is not found in California but, rather, conducts its business through arms-length relationships with its subsidiaries and that TMC does not exercise day-to-day control over those companies.

Of the more than 2,000 persons employed by TMS/USA, Nolan said that only 26 can expect to return to TMC and that while here, they are in the employ of TMS/USA. Isao Makino, Toyota Motor Sales' president, owes his employment to TMS and is only a director of TMC and not an employe of the parent, Nolan said.

"The government has failed to establish the burden that such a relationship exists," Nolan said of the IRS contention that TMC and TMS/USA are tied closely together.

"It appears to me that TMC is a completely separate entity," Judge Hall said in her opening remarks. But, she added, "Although TMC maintains full corporate formalities, this fact alone is not enough to preclude jurisdiction."

Judge Hall said her tentative ruling is to find that jurisdiction does exist, although she added that she would take TMC's arguments under submission before issuing the final written ruling.

If jurisdiction is established, a hearing on the merits of the case will be held April 11.

Ruddell named dealer of year at NIADA meeting

CLEARWATER BEACH, Fla.—Howard M. Ruddell, of Port Angeles, Wash., was named best used-car dealer in the nation by the National Independent Automobile Dealers Assn. during its 36th annual convention here.

Ruddell is president/manager of Ruddell Pontiac-Buick-Cadillac-GMC-Mazda in Port Angeles. His nomination for National Quality Dealer was sponsored by the Washington State Independent Automobile Dealers Assn.

Ruddell began his career in the auto business at age 11 as a lot boy for his father's dealership in Port Angeles and eventually became general manager.

When his father retired, he began his own used-car sales and leasing business. He received his current new-car franchises in 1981.

Peugeot 205 Turbo 16 unveiled

The Peugeot 205 competition version made its debut at the Geneva Motor Show. The 205 Turbo 16 is powered by a mid-mounted 1.8-liter engine developing 320 horsepower. The car will compete in the world rally championship series in 1985.

Rinspeed's 170-MPH Porsche 939 shown

The Rinspeed 939 Turbo Convertible, shown at the Geneva Motor Show, incorporates design elements of the Porsche 928 into the 930 model. The car's 300-horsepower engine moves it from 0 to 100 kilometers-per-hour in less than five seconds. Top speed is more than 170 MPH. Radio-controlled door locks, electric seats and a Clarion stereo system complete the car.

Daimler-Benz goes 'outside' for first time

By Richard Feast
European Editor

GENEVA. — Daimler-Benz is taking the highly unusual step of buying in a key component from an outside engineering firm.

Cosworth Engineering, of England, is to supply the West German auto maker with 16-valve twin overhead camshaft cylinder heads for its forthcoming sporty version of the new Mercedes-Benz 190/190E.

Daimler-Benz carries the biggest research and development team—in relation to overall size — of any auto maker in the world. It is almost unknown for it to subcontract such vital work.

Cosworth is a small firm with a big reputation. Its specialty is the design of high-performance engines. It was responsible for the all-conquering Formula 1 V-8 which was sponsored by Ford in Europe.

The sporty new Mercedes will debut at September's Frankfurt Auto Show. While Prof. Werner Breidschwerdt, head of R and D, publicly admits that the new version will have outputs of "150 to 185 horsepower," no other details have been officially released.

It is understood the car will be known as 220, but will feature a 2.3-liter engine capacity.

Cosworth was commissioned to develop the head in the late 1970s, when Daimler-Benz was involved in international rallying. The company subsequently withdrew — it was not winning — but there were plenty of senior executives who would like to see the three-pointed star return to competition.

• Sixteen-valve heads seem all the rage for European auto makers. At the International Auto Show here Saab unveiled a prototype version of its engine with such an arrangement. It will go into limited production later this year, though deliveries will not reach the U. S. until next year.

At present, Saab's engine, equipped with turbocharger and intercooler, can produce 180 HP. It is expected that later versions without the turbo will be produced.

Saab's engine develops 10 percent more power, but is 10 percent more economical. This is expected to be important in meeting the 1985 fuel consumption requirement in the U. S. of 27.5 MPG.

Volvo has a 16-valve version of its 2-liter four-cylinder engine under development. Power outputs range from 170 to 231 HP, depending on the state of tune.

In an engine with four valves per cylinder the combined opening area of the valves can be larger. Since each valve is smaller and lighter the inertia decreases. This makes it possible for the valves to open and close faster and more efficiently.

For Westmoreland and South Charleston

VW-UAW pact has plant assurance

By Marjorie Sorge
Labor Editor

Volkswagen of America will maintain its Westmoreland (Pa.) assembly plant and South Charleston (W. Va.) stamping facilities as integral components of its manufacturing operations, according to the new VWoA-UAW labor agreement.

It has been reported, and vehemently denied by VWoA, that those operations could close as early as this August because of the company's falling sales. But the new three-year contract contains written confirmation that those two plants will be part of VWoA's operations.

However, the contract does state that in the event of any "major unforeseen circumstances beyond the control of either party" which could alter the company's plans, the union will be given advance notice and allowed to negotiate, taking into account "the corporation's obligations to the workforce and the communities involved."

"We are pleased we were able to reach a fair and equitable agreement without a work stoppage," said a VWoA spokesman. "We hope to continue in a spirit of cooperation to overcome the adverse conditions all the automotive companies are encountering in the market."

UAW workers at the VWoA Westmoreland assembly plant ratified the three-year pact last week. It includes a three-year freeze in base wages and a one year delay in increased COLA.

The agreement was approved by a vote of 1,330 to 214. A similar contract was presented for ratification at the company's South Charleston plant last weekend.

Under the new agreement, COLA will be paid annually in March, 1984 and March 1985. Quarterly payments will be made in December, 1985, and in March, 1986. The contract expires March 10, 1986.

COLA is based on a one-cent increase for each 0.26 percent rise in the U. S. Consumer Price Index.

• Assuming a 3-percent annual inflation rate in the first year of the contract and a 5½-percent rate in the second and third years, an assembler's base hourly wage would rise from the current $12.14 (including $2.57 in COLA) to $13.79 by the end of the contract. A skilled trades worker's base rate would jump from $14.16 (also including $2.57 COLA) to $15.81.

There is also an economic reopener clause which allows either the company or the union to reopen the contract on or after Sept. 14, 1984. There is no formula for reopening the agreement, it is left to the discretion of either party, a UAW spokesman said.

If the contract is reopened, an agreement must be reached within 30 days or a strike could occur.

Other changes include:

1. Combining of job classifications in the skilled trades.

2. A Contingency Benefit Account (CBA) funded with $312,000 to restore supplemental unemployment benefits. The CBA will be used for one year to pay benefits at a reduced level while the regular SUB fund is frozen and allowed to rebuild. Regular SUB payments resume in March, 1984.

3. A commitment from VWoA not to increase outsourcing in areas where work can be done in-house. If outsourcing becomes necessary, VWoA must give the union 30 days' notice.

4. An additional 36 months of recall rights, which lengthens recall protection for up to six years.

5. Increase in life insurance and accidental death and dismemberment coverage.

6. An educational leave of absence for up to one year for workers with one or more years' seniority.

7. The continuation of Deer Day, a paid holiday negotiated in the last contract which gives workers the first day of deer hunting season off.

The new contract covers 2,500 active and 2,400 laid-off workers at the Westmoreland plant and 500 active and 150 laid-off workers at the South Charleston facility. Workers at the West Virginia operation have been working under an informal extension of their previous agreement which expired Jan. 17.

The new contract marks the first time both plants have been under one pact.

Millionth service contract is issued by AWC

LOS ANGELES. — American Warranty Corp. has issued its one-millionth service contract.

William P. Fisher, AWC president, said the company issued 30 percent more service contracts in December, 1982, than in the same month a year earlier.

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